

# THE TRANSPORTATION LINK



Vol. 8 No. 8

September 2001



From the Desk of  
the OSDBU

September 15 – October 15 marks the observance of National Hispanic Heritage Month. DOT and OSDBU takes this opportunity to salute the achievements of our nation's Hispanic community. Their contributions are important to the development of our transportation system and America's economy.

National MED Week will be held this year on September 23-26 at the Shoreham Hotel in Washington, D.C. "Strategies for Growth in the American Economy" is this year's theme.

*Mercado Consultants, Inc.* and *Ortiz Construction, Inc.* are our success stories this month. You can read about how they have utilized DOT's financial assistance programs to help them achieve the success they enjoy today.

September marks the beginning of a new school year. During this time and throughout the school year, we encourage you to drive responsibly and set a good example for your children by always buckling-up. Ensure that infants and smaller children are safely secured in a child safety seat. By doing so, you provide an example to our younger generations on how important it is to

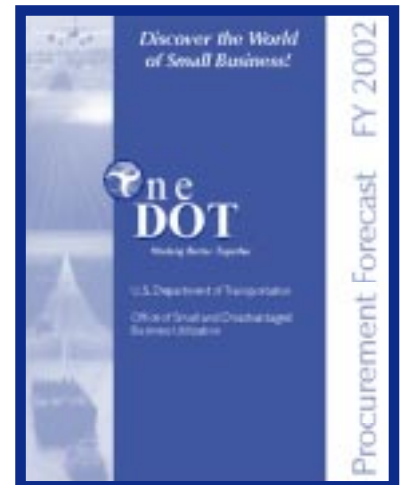
**Buckle Up  
America!**



## DOT's FY 2002 Procurement Forecast Available October 1, 2001

DOT's Office of Small and Disadvantaged Business Utilization (OSDBU) is currently finalizing the *U.S. DOT Fiscal Year 2002 Procurement Forecast* to make it available to our customers on October 1, 2001. The *Procurement Forecast* serves as a central information resource for anticipated procurement opportunities from all of the DOT Operating Administrations:

- U.S. Coast Guard (USCG)
- Transportation Administration Service Center (TASC)
- Federal Highway Administration (FHWA)
- Federal Motor Carrier Safety Administration (FMCSA)
- Federal Railroad Administration (FRA)
- Federal Transit Administration (FTA)
- Federal Aviation Administration (FAA)
- Maritime Administration (MARAD)
- National Highway Transportation Safety Administration (NHTSA)
- Office of the Secretary (OST)
- Research and Special Programs Administration (RSPA)
- Saint Lawrence Seaway Development Corporation (SLSDC)



Fiscal Year 2002 is fast approaching. It begins October 1, 2001. The *Procurement Forecast* can effectively be used to pursue specific upcoming opportunities. Within the *Procurement Forecast*, key information is provided for each forecasted opportunity including: the procurement category, the point of contact and associated phone numbers, a description of the procurement, the estimated dollar value, the estimated solicitation release date, and what type of acquisition strategy is expected.

The *FY 2002 Procurement Forecast* will be made available on the OSDBU web site at <http://osdbuweb.dot.gov/business/procurement/forecast.html> on October 1, 2001 in a user-friendly, searchable format. Also, be sure to check the *Forecast* routinely throughout the year, because data will be updated as it becomes available.

It is OSDBU's goal to have the print version available for our customers one month after it is published on the web. Once printed, the *Procurement Forecast* can be obtained by calling OSDBU's toll-free line at (800) 532-1169.

Be sure to take advantage of this valuable tool for marketing your business!

For more information, contact Derek Holmen at 800 532-1169 or email [dholmen@basetech.com](mailto:dholmen@basetech.com)

**OSDBU**

Office of Small  
and Disadvantaged  
Business Utilization

wants to hear from you! Call us toll-free at 1 800 532-1169 with questions or comments about this newsletter or our web site. The Transportation Link's content may be reprinted without permission.

## NATIONAL HISPANIC HERITAGE MONTH 2001



September 15 – October 15 is nationally recognized as Hispanic Heritage Month. The Department of Transportation (DOT) and the Office of Small and Disadvantaged Business Utilization (OSDBU), would like to take this time to reflect on the contributions that those of Hispanic descent have made to the American economy, and more directly, to the transportation industry. OSDBU offers links to Hispanic Business Resources on the “Related Links” page of our website at <http://osdbuweb.dot.gov/about/related2.html#otherresources>.

The fastest growing minority group in the U.S., the Hispanic American community is diverse, tracing their roots to the cultures of the indigenous peoples of the Americas — including the Arawaks (Puerto Rico), the Aztecs (Mexico), the Incas (South America), the Maya (Central America), and the Tainos (Cuba). Others trace their roots to the Spanish explorers, who in the 1400s, set out to find a more efficient and less costly way to trade with the Indies.

According to the U.S. Census Bureau, there are an estimated 32.4 million Hispanics living in the United States - that's 11.8 percent of the total population. It is projected that by 2005, Hispanics will be the largest minority group in the U.S. The average median age of the Hispanic population is 26.6 years. Youth, and the fact that increasing numbers of Hispanic Americans are becoming entrepreneurs, holds great promise for the participation of Hispanic Americans in our economy.

As Hispanic Americans grow in number and expand their influence, they are working together with millions of other men and women across the country of diverse ethnic backgrounds to build a successful American economy. Hispanic Americans play a vital role in maintaining our nation's competitiveness and prosperity in the global economy of the 21st century.

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## SENATE CONFIRMS HECTOR BARRETO JR. AS NEW ADMINISTRATOR OF SBA

On July 25, 2001 the U.S. Senate confirmed on a voice vote, President Bush's nomination of Hector V. Barreto Jr. as the 21st Administrator of the U.S. Small Business Administration. Mr. Barreto is a Hispanic businessman from Los Angeles with strong ties to national Hispanic business organizations.

Mr. Barreto serves as the Vice Chairman of the U.S. Hispanic Chamber of Commerce and is also the founder of Barreto Insurance and Financial Services, Inc.

As Administrator, Mr. Barreto pledges that the SBA will

- Listen to small businesses and work to reduce the burdens of outdated and overly cumbersome regulations;
- Work with its financial partners to improve small business access to capital through the SBA's loan and venture capital programs;
- Provide technical assistance and guidance through its entrepreneurial development partners, 24 hours a day; and
- Establish and strengthen its public and private partnerships to encourage greater contracting and business opportunities for our small businesses.

From 1997 to 1999, Mr. Barreto served as chairman of the Latin Business Association (LBA). During his term, Mr. Barreto spearheaded the creation of the Latin Business Expo. This annual event focuses on procurement opportunities, corporate exhibitions and business education, and has been heralded as the most successful Latino business function in the state of California.

Mr. Barreto has received special recognition from the U.S. Congress, the California State Senate and State Assembly, and the City of Los Angeles for his continued dedication and commitment to the Latino business community. He was also awarded a Medal of Honor from the prestigious Multicultural Institute of Leadership for his work in promoting diversity and improving race relations. Hispanic Business Magazine recognized Mr. Barreto as one of 1999's "100 Most Influential U.S. Hispanics."



*For more information on all of SBA's programs for small businesses, you can visit the SBA's web site at <http://www.sba.gov> or call the SBA Answer Desk at 1-800-U-ASK-SBA.*

# DOT Helps Small Businesses Succeed Through Financial Programs

The Department of Transportation's (DOT) Office of Small and Disadvantaged Business Utilization (OSDBU) has developed the Short Term Lending Program (STLP) and the Bonding Assistance Program (BAP), under its Financial Services line of business. These programs are designed to assist small businesses to compete for and win transportation-related contracts. The following two success stories feature companies that have utilized these programs. Please take a few minutes to read about how the STLP and BAP have assisted them and helped their businesses flourish.

## Mercado Consultants, Inc.

In February of 1989, while employed by the Maryland State Highway Administration, Guillermo Mercado decided that it was time to put his years of experience as a bridge engineer to use by starting his own transportation engineering firm – *Mercado Consultants, Incorporated*.

As a firm whose engineering focus is bridge design, inspection and surveying, *Mercado Consultants, Inc.* has won and fulfilled over fifty Maryland State DOT contracts and is in the process of fulfilling their first Federal contract with the U.S. Forestry Service. Mercado attributes this success to his dedicated and hardworking staff.

During a time when he needed working capital to maintain his business, Mercado turned to the DOT's OSDBU and applied for a line of credit under the STLP. "The STLP is a wonderful program. It afforded me the necessary capital that I needed when times were tough. By utilizing certain aspects of the program, I have been able to maintain my daily operations and keep my business moving."

Mercado credits his positive experience with the STLP on the professionalism and understanding displayed by the staff of Hamilton Bank in Miami, Florida. "The staff at Hamilton is pro-

fessional and competent. They are passionate about helping people and are in tune with the needs of small business owners."

Mercado was so pleased with his overall experience with the STLP that he has encouraged other small, disadvantaged businesses to consider using the program. "As a small business owner myself, I wanted other entrepreneurs to know that there is a program out there that they can use to apply for operating capital for their transportation-related contracts. I decided that there was no better way to advocate this program than by going out and telling them myself!"

*For more information on Mercado Consultants, Inc., contact Guillermo Mercado at (301) 949-4225 or e-mail [engineers@mercadoeng.com](mailto:engineers@mercadoeng.com).*

*To learn more about DOT's Short Term Lending Program, visit <http://osdbuweb.dot.gov/business/mp/mktpkg11.html> or contact Nancy Strine at (800) 532-1169 ext. 65343 or e-mail [nancy.strine@ost.dot.gov](mailto:nancy.strine@ost.dot.gov)*

## Ortiz Construction, Inc.

While running the Operations Division for his former company, Miguel Ortiz was persuaded by a friend to start his own company. Ortiz thought long and hard about what his friend had said and in 1997 he founded *Ortiz Construction, Incorporated*.

*Ortiz Construction* is a firm specializing in concrete slab, curb and gutter, and sidewalk construction and repair. "We put maximum effort into each job we undertake and are very good at what we do in our area of expertise. Our goal is to satisfy our customers from inception to comple-

tion, and when you're working with the government that can go a long way," says Consuelo Ortiz – CEO. *Ortiz Construction, Inc.* now employs a staff of seven – all family members.

After having a tough first year, *Ortiz Construction* made steady progress and increased their revenues to over \$110,000 in FY 2000. This is due largely in part to the assistance they received from DOT's Bonding Assistance Program. "Without the bonds that the BAP provided us, we would not have been able to bid on contracts over \$25,000. This program offered us the assistance we needed and helped propel our firm to the next level."

The BAP offers certified minority, women-owned and disadvantaged businesses (DBEs) an opportunity to obtain bid, payment and performance bonds for transportation-related projects and it provides an 80% guarantee against the bond on contracts up to \$1 million. This gives transportation-related agencies with available procurement opportunities more confidence in awarding larger contracts to smaller businesses.

"The BAP has been the savior of our business . . . it has changed everything," says Ortiz, "By making it possible for us to bid on larger contracts, we have steadily increased our revenues, which in turn, has allowed us to purchase the necessary equipment to expand our area of expertise and diversify our scope of business."

*For more information on Ortiz Construction, Inc. contact Consuelo Ortiz by phone at (253) 405-1862.*

*To find out more about DOT's Bonding Assistance Program, visit <http://osdbuweb.dot.gov/business/mp/mktpkg12.html> or contact Art Jackson at (800) 532-1169 or e-mail [art.jackson@ost.dot.gov](mailto:art.jackson@ost.dot.gov)*



## National MED Week 2001

September 23-26, 2001  
Washington, DC

This year's National MED Week is co-sponsored by the U.S. Department of Commerce's Minority Business Development Agency (MBDA) and the U.S. Small Business Administration's Office of Government Contracting and Minority Enterprise Development (GC/MED). It will be held at the Shoreham Hotel in Washington, DC.

This year's theme, "Strategies for Growth in the American Economy," will focus on America's rapidly changing business environment and provide strategies and tools to help minority-owned businesses succeed in our nation's changing economic landscape. National MED Week also fosters the exchange of information that can lead to new business opportunities.

For more information on MEDWeek, visit <http://www.medweek.gov> or contact Gisele Marshall at 1- 877- MED-WEEK or e-mail [GIMarshall@mbda.gov](mailto:GIMarshall@mbda.gov)

### CALENDAR OF EVENTS FOR September/October 2001

DATE	EVENT	CONTACT
September 23-26	DOC/MBDA National MED Week Conference Washington, DC	Gisele Marshall 1-877-MED WEEK 1-877-633-9335 <a href="mailto:GIMarshall@mbda.gov">GIMarshall@mbda.gov</a> <a href="http://www.medweek.gov">http://www.medweek.gov</a>
September 26 -29	Congressional Black Caucus Conference Washington, DC	1-800-784-2577 <a href="mailto:info@cbdfonline.org">info@cbdfonline.org</a> <a href="http://www.cbdfonline.org">http://www.cbdfonline.org</a>
September 27 - 30	19th Annual US Hispanic Leadership Conference Chicago, IL	Aurora Gonzalez Yulanda Bueno 312-427-8683 <a href="mailto:info@ushli.com">info@ushli.com</a> <a href="http://www.ushli.com">http://www.ushli.com</a>
October 16-17	FAA East Coast Small Business Conference Rosemont, IL	Rachel Lacer (800) 315-4333 X206 <a href="mailto:conference@askusa.com">conference@askusa.com</a> <a href="http://www.agl.faa.gov">http://www.agl.faa.gov</a>
October 17-19	BWN Women & Diversity Leadership Summit Washington, DC	Jennifer Zaniwski <a href="http://www.bwni.com">http://www.bwni.com</a> <a href="mailto:jennifer@BWNi.com">jennifer@BWNi.com</a> (202) 463-3764

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